

THE KINGSWOOD COMPANY

OUR PRODUCTS. YOUR LABEL. SPARKLING RESULTS.

JOB DESCRIPTION: SENIOR PRIVATE-LABEL SALES ACCOUNT MANAGER

In business for over 65 years, The Kingswood Company is the leading private-label manufacturer of consumer products for the jewelry industry. We serve some of the best-known retailers and brands in the world, and are seeking qualified candidates for a **Senior Private-Label Sales Account Manager**.

We were recently recognized on the Inc. 5000 lists for 2020 and 2021 and 2022 for fastest growing companies in America. We have challenging opportunities with rewarding career paths fostered by a culture of teamwork, excellence, and growth.

We are looking for a driven individual to generate new business opportunities. This person is a self-starter that thrives in a rapid-growth and high velocity environment with a demonstrated track record of success in a full sales cycle role. There is the opportunity to take on additional responsibility and larger accounts in the jewelry industry as our company grows.

This is an ideal position for someone who wants to be a part of a winning team in a growing successful company, and interested in inside sales, personal consumer products or the world of jewelry. You will make countless connections and develop lasting relationships!

PRIMARY DUTIES:

Daily tasks will include:

- Complete Outbound and Inbound sales calls as assigned and directed, and in accordance with established activity goals.
- Maintain up to date and accurate records in the company's CRM system for all assigned customers and prospects, including but not limited to: call/email data, sales data, forecasted sales data, contact data, proposal information and any other relevant information for the customer record.
- Manage and grow relationships with assigned and developed customers and prospects.
- Prepare samples for customer review, scheduling sample and proposal review, preparing proposals, leading proposal review calls with the support of company leadership as directed.
- Experienced at each stage of the customer journey, from initial lead generation, through proposal stage, customer relationship development and delivery.
- Experienced at prospecting and lead generation; new customers are obtained consistently.
- Experienced and consistent at closing significant (>\$100k) new business and expanded business (CS) opportunities in a timely manner, including: proposal coordination and preparation; product development and sampling process; negotiations in pricing, timing; terms and vendor contract.
- Experienced at customer service resolution.

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- Assist with creating and implementing new processes to develop our sales team and marketing efforts.
- Comprehensive knowledge of the requirements for international customers and ability to provide a smooth selling and product launch experience.
- Established reputation on the team for identifying opportunities for improvement, and assisting leadership with implementing new processes to develop our sales team and marketing efforts.
- Elevated professional behavior and interpersonal communications skills.
- Expected to travel for annual trade shows. (May/June timeframe.) This will include but is not limited to pre- and post-show sales efforts, setting up and tearing down of booth, selling and networking at relevant show events, and representing the company with utmost professionalism.
- Possible additional travel 1-2 times per year for customer meetings.
- Actively communicate internally in order to facilitate a team approach to customer service, including communication with VP Sales, Leadership, Account Coordinators, Designers and Accounting, in order to deliver exceptional customer experience throughout the proposal process and customer experience.
- Professional behavior when making phone calls and dealing with customers.
- Development of professional and sales skills by actively participating in sales training, attending educational workshops; reviewing professional publications.
- Contribute to team effort by accomplishing related results as needed and supporting other sales team members through collaboration and teamwork.
- Other duties as assigned.

POSITION TYPE:

Full Time

Office Hours: 8:30 – 5:30 pm

Hours worked will be on-site, in our office, located in Columbus, Ohio.

DESIRED MAJOR/EXPERIENCE:

Bachelor's Degree required.

The ideal candidate has a minimum of 5 years of experience in B2B sales.

QUALIFICATIONS:

In addition to a college degree, the ideal candidate for this position will possess / will be:

- A minimum of 5 years of experience in inside B2B sales
- An ability to work well and closely with others
- Strong organizational skills and positive demeanor
- An ability to multi-task, set priorities and maintain them
- The ability to effectively utilize Microsoft Office (Word, Excel, PowerPoint, and Outlook)

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- The ability to manage your calendar and meet sales activity requirements, and effectively utilize our CRM tool
- A personality that is goal-motivated, persistent and optimistic
- Oral communication skills which are clear, concise, grammatically correct and effective
- The willingness to learn new applications and skills

SALARY LEVEL/COMPENSATION:

Base compensation: Based on experience. Overtime, paid after 40 hours per week.

Incentive Compensation: **We have an extremely rewarding incentive compensation plan**, and it is our goal to support you in a manner that your efforts are rewarded through this Plan. Incentive comp for team members in similar positions range from 10 – 50% of base salary.

- Additional benefits include:
 - 2+ weeks paid vacation annually
 - 6 Paid holidays
 - Up to 5 Personal days
 - Participation in company 401(k) plan with Employer match
 - Excellent group medical benefits plan, including dental and vision. Coverage is effective 30-60 days after start date.
 - STD, Maternity / Paternity leave
 - Optional participation in Life, ADD, Accident and Critical Illness coverages
 - Employee Assistance Program

ADDITIONAL INFORMATION:

Visit our website at www.thekingswoodcompany.com.

An acceptable Drug and Background check through the Company's provider will be required upon acceptance of your offer. This will be paid for by the Company.

HOW TO APPLY:

IF you meet the qualifications, and are interested in the position, please submit RESUME AND COVER LETTER indicating your interest in this position, to hr@thekingswoodcompany.com.